

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY
MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN
PREPARING YOUR BID. BE SURE YOU HAVE
INSERTED YOUR COMPANY'S NAME IN THE BOX

=> => => => => =>

Bidder

PERFECTION LEARNING
CORPORATION

For Item I, Trade; Item II, Non-Trade;
and Item III, Textbook Publications,
a percent discount shall be offered as
follows: List less _____% Discount
For Item IV, Net Publications, a
handling charge shall be as
follows: \$_____ each
Enter Zero if No Discount or No Charge

PUBLICATIONS

	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
<u>A.-E. PRINT</u>				
A. CLOTH BINDING	NO BID			
Discount/Charge per copy	_____ %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
B. LIBRARY BINDING				
Discount/Charge per copy	<u>-0-</u> %	<u>-0-</u> %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
C. PAPERBACKS, QUALITY				
Discount/Charge per copy	_____ %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: ----- copies Over \$100- 20 %	_____ %	_____ %	_____ %	\$ _____
----- copies Over \$500- 25 %	_____ %	_____ %	_____ %	\$ _____
----- copies Over \$1000- 30 %	_____ %	_____ %	_____ %	\$ _____
Over \$5000- 33%				
D. PAPERBACKS, MASS MARKET				
Discount/Charge per copy	_____ %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: ---- copies Over \$100- 20 %	_____ %	_____ %	_____ %	\$ _____
---- copies Over \$500- 25 %	_____ %	_____ %	_____ %	\$ _____
---- copies Over \$1000- 30 %	_____ %	_____ %	_____ %	\$ _____
Over \$5000- 33%				

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	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
E. PREBOUND HARDBACKS				
Discount/Charge per copy	<u>24</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
Volume Pricing-Price Breaks				
for Single Title: <u> </u> copies	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
<u> </u> copies	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
<u> </u> copies	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
F. <u>NON-PRINT AND OTHERS</u>				
Discount/Charge for single unit				
1. Audio Cassettes (music, educational, etc.)	<u>-0-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
2. Audio Visual Materials	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
3. Books on Tape Abridged	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
4. Books on Tape Unabridged	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
5. CD-ROM (fixed price only- no online services)	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
6. CD-ROM (additional discount if offered in conjunction with an online service)	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
7. CDs (music, etc.)	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
8. Encyclopedias	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
9. Laser Disc	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
10. Maps	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
11. Microcomputer Software (educational)	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
12. Microform (Microfiche and microfilm)	<u>-</u> %	<u> </u> %	<u> </u> %	\$ <u> </u>

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	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
13. Slides	<u> — </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
14. Video Tapes (feature film, educational, etc.)	<u> -0- </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
15. Other (please specify)	<u> — </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
<u> </u>	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
<u> </u>	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
<u> </u>	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
<u> </u>	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
<u> </u>	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
<u> </u>	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
<u> </u>	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>

Volume Pricing-Price Breaks for
Section F for Multiple Units-List
Non-Print Sub-Item Numbers:
(Aggregate pricing to be offered
on subsequent pages)

No aggregate pricing is available.

No. <u> </u>	<u> </u> units	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
No. <u> </u>	<u> </u> units	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
No. <u> </u>	<u> </u> units	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
No. <u> </u>	<u> </u> units	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>
No. <u> </u>	<u> </u> units	<u> </u> %	<u> </u> %	<u> </u> %	\$ <u> </u>

G. SERVICES
See Page 20,
"Detailed Specifications."
Bidders to specify the
services they offer.

Charge

Services-Specify

1. Catalog Kits	\$ <u>.69</u>	<u>unattached</u>
	<u>1.09</u>	<u>attached</u>

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2.	Cataloging and Processing		
	Complete Card Kit	\$.69	unattached
	Complete Card Kit	\$ 1.09	attached
	Circulation Set	\$.50	unattached
	Circulation Set	\$.90	attached
	Automation Kit	\$.29	unattached
	Automation Kit	\$.60	attached
3.	Rebinding of Paperbacks	\$ No Bid	
		\$	
		\$	
		\$	
4.	Shelf Ready Books	\$ 1.09	attached card kit
		\$	
		\$	
		\$	
5.	Customized Reports	\$ Call for details	
		\$	
		\$	
		\$	
6.	Bibliographic Records	\$ 10.00	MARC Record Data Disk
		\$	
		\$	
		\$	
7.	Security Tape	\$.50	3M & Check Point
		\$	
		\$	
		\$	
8.	Bar Codes	\$.05	unattached
		\$.40	attached
		\$	
		\$	
9.	Other - Bidder to list:		
	Accelerated Reader	\$	
	Circulation Set	\$.50	unattached
	Accelerated Reader	\$.29	unattached
	Automation Kit		
	Automation Kit	\$.29	unattached
	Automation Kit	\$.60	attached

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1. Number of years in business (three years minimum required): 75
In lieu of three years, previous experience may be considered
or five references may be provided.
See "Qualification of Bidder" clause.
2. If bidder does not meet the three-year requirement, has either
documentation of previous experience or the required five
references (including company name, contact person, complete
address, telephone and fax numbers) been attached? YES NO
3. Does bidder offer an electronic access ordering system (optional)?
 X YES NO
4. If yes, name of computer software system offered for electronic
access ordering system: Use our web site
5. Is 24-hour rush delivery available (optional)? X YES NO
6. If yes, is there an additional charge for 24-hour delivery? X YES NO
7. If there is a price additional for 24-hour delivery, on what basis
(state "0" if none)?
Charge: \$ Actual charges
8. Is bidder offering foreign product? YES X NO
If yes, please identify:
9. Toll-free numbers for state procurement use
(see "Toll-Free Numbers"): Telephone: 800-831-4190 Fax: coming this fall
10. If a toll-free number is not currently available, is bidder willing
to establish a toll-free number, if awarded a contract? YES NO
11. Is bidder prepared to submit the required financial statements
within five business days of request (see "Financial Stability"
clause)? X YES NO
12. Guaranteed Delivery (Number of calendar days required to
ship 95 percent of typical order)? 90 Days A/R/O

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13. In the event you may be successful in receiving an award, please provide the following information for inclusion in the Notice of Contract Award to be sent to customer agencies:

Company Name: Perfection Learning Corporation

Street Address: 1000 N 2nd Avenue

P.O. Box: P.O. Box 500

City, State, Zip: Logan, IA 51546

Contact Person (please print or type): Laura Whitecotton, Bid Coordinator

Telephone Number: 800 831-4190
Local 712-644-2831

Fax Number: 800 available in the fall
Local 712-644-2392

Internet Address (E-mail): bids@perfectionlearning.com

WWW Site: perfectionlearning.com

14. Is the pricing offered the same or lower than that offered to other corporations, institutions, and government agencies' on similar items, quantities, terms and conditions:

 X YES NO

If no, please explain:

15. EXCEPTIONS: Does bidder take exception to any of the terms and conditions stated herein?

 X YES NO

If "YES", please explain in detail:

We are not able to offer
aggregate pricing.
Prices in catalogs are
subject to change.